

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 051313Z MAR 76
FM AMEMBASSY BUDAPEST
TO USDOC WASHDC
INFO SECSTATE WASHDC 5417

UNCLAS BUDAPEST 0693

FOR BLAIR THOMPSON AND JIM ROBB, BEWT

EO 11652: N/A

TAGS: BEXP HU

SUBJECT: SECOND PROGRESS REPORT -- BUDAPEST SPRING FAIR

1. ALL ACTIVITIES SCHEDULED FOR WEEK ENDING MARCH 5 HAVE BEEN ACCOMPLISHED EXCEPT FOR CONCLUDING FREIGHT FORWARDING CONTRACT, AND INITIATION OF PROSPECT LIST BUILDING.

2. SHIPPING INSTRUCTIONS HAVE BEEN TELEXED N.Y.T.O. IDENTIFYING MASPED AS FREIGHT FORWARDER. THIS IS OFFICIAL STATE AGENCY THROUGH WHICH ALL FREIGHT MUST BE PROCESSED. IDENTIFY NO PROBLEMS AT THIS TIME HANDLING INCOMING SHIPMENTS IN THIS MANNER. HOWEVER, IF SEA SHIPMENTS TO BE INVOLVED IT IS BETTER TO USE PRIVATE FORWARDER (SHENKER OR DANZAS OUT OF GERMANY). HAVE REQUESTED ASHENDORF TO ADVISE ASAP IF SURFACE SHIPMENTS SCHEDULED SO WE CAN TAKE APPROPRIATE ACTION.

3. SUBSEQUENT MEETINGS PLANNED TO COMPLETE FREIGHT FORWARDING DETAILS, BUT PREFER TO DELAY THIS TILL D.O. ARRIVES SINCE THIS ONE OF HIS PRIME RESPONSIBILITIES.

4. PLEASE ADVISE ASHENDORF DUSEX IN RECEIPT OF HIS CONFIRMING TELEX REGARDING INCOMING FREIGHT AND IS IN ACCORD WITH HIS SUGGESTIONS. (COPY OF DUSEX OUTGOING TELEX INSTRUCTIONS BEING FORWARDED VIA POUCH.)

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5. DUE TO EXTREMELY BORAD PRODUCT MIX, PROSPECT LIST BUILDING IS COMPLEX. THUS, THIS ACTIVITY IS PROGRESSING

SLOWLY. APPOINTMENTS HAVE BEEN SCHEDULED WITH MINISTRY OF FOREIGN TRADE, HUNGARIAN CHAMBER OF COMMERCE, AND KEY FTOS TO SOLICIT SUPPORT AND GUIDANCE IN IDENTIFYING SOURCE MATERIAL ESSENTIAL TO DEVELOPMENT OF MEANINGFUL LIST.

6. ADMINISTRATIVE ASSISTANT MADELINE BAYLAC ARRIVED MARCH 2. HAS NOT YET RECEIVED COPY OF TRAVEL ORDERS. APPRECIATE YOUR EFFORTS TO EXPEDITE.

7. PURSUANT TO ROBB-CULVER TELCON MARCH 2, CONSTRUCTION CONTRACT WILL BE AWARDED TO INTERPUBLIC UPON YOUR CABLED APPROVAL. APPRECIATE YOUR IMMEDIATE ATTENTION TO THIS SO LETTER OF INTENT CAN BE ISSUED. FINAL RESULTS OF BIDS WERE AS FOLLOWS: AMBROSIUS, \$35,790; GLAHE, \$19,977 (NEGOTIATED DOWN FROM \$21,467); INTERPUBLIC, \$17,480.

8. PLEASE ADVISE MANNER IN WHICH GRAPHICS TO BE HANDLED. WILL THEY BE SIZED, SELECTED, AND SENT BY DESIGN DIV DIRECT TO INTERPUBLIC, WHICH WOULD BE MOST EFFICIENT METHOD? IF STAND ASSIGNMENTS MADE IN WASHINGTON, BE ADVISED THAT INGERSOLL RAND HAS BEEN PROMISED STANDS 8 AND 9. THE FEW BLATANTLY CHEMICAL DISPLAYS SHOULD BE INSERTED IN CENTER SECTIONS OF STAND COMPLEX.

9. HAVE RECEIVED NO FURTHER COMPANY LITERATURE OTHER THAN THAT REPORTED IN LAST PROGRESS REPORT.

10. RECEIVED WITH THANKS CURRENT LIST OF EXHIBITORS.

11. REQUEST D.O. PREPARE AND SHIP ADMIN KIT IF NOT ALREADY DONE.

12. FOLLOWING IDENTIFIES COMPANIES FOR WHICH WE HAVE FILES: BLANDFORD, CRAWFORD (NO DIB-466P), CYANAMID, GARLOCK (NO DIB-426P), MODICON, ORION (NO DIB-426P OR DIB-466P), RUCKER-SCHAFFER (NO DIB-426P OR DIB-466P), SYNTEX, VIKING, VISHAY.

13. PLEASE ADVISE PROPER IDENTITY OF REPRESENTATIVE,
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IF ANY OF CYANAMID. P.A. LITS WERFFT CHEMIE, VIENNA, AUSTRIA, BUT IT HAS BEEN DELETED FROM MARKETING FORM. PRODUCT CHARACTERISTIC SHEET SHOWS: CYANAMID EUROPE-MIDEAST-AFRICA. YOUR USDOC 03534 DOES NOT IDENTIFY ANY REP. WHAT IS STATUS?
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Message Attributes

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Disposition Approved on Date:
Disposition Authority: n/a
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Disposition Event:
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